

Message Text

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FM AMEMBASSY WARSAW

TO SECSTATE WASHDC 4760

C O N F I D E N T I A L WARSAW 3408

FOR COMMERCE/BEWT

E.O. 11652: GDS

TAGS: PL, AFSP, BEXP, BGEN

SUBJECT: OPERATION OF TDTIO

REF: STATE 131192

1. IN RESPONSE TO REFTTEL, ASIDE FROM JOINT COMMUNIQUE ISSUED AT CONCLUSION OF DECEMBER 1971 VISIT TO WARSAW BY SECRETARY STANS, WE ARE UNAWARE OF ANY WRITTEN AGREEMENT WITH POLISH AUTHORITIES DEFINING ROLE AND FUNCTIONS, OR LIMITING ACTIVITIES OF WHAT IS NOW CALLED THE U.S. TRADE DEVELOPMENT AND TECHNICAL INFORMATION OFFICE (TDTIO). EMBASSY'S FILES SHOW THAT AMBASSADOR STOESSEL RAISED QUESTION OF "MODEST TRADE DOCUMENTATION CENTER" WITH GOP FOR FIRST TIME IN EARLY NOVEMBER 1971. AGREEMENT IN PRINCIPLE BY GOP WAS SUBSEQUENTLY REACHED DURING VISIT OF SECRETARY STANS. MEMCON OF WORKING SESSION ON DECEMBER 2, 1971 (ENCLOSURE 5 OF WARSAW A-476 OF 12/15/71) REPORTS THAT COMMERCE ASSISTANT SECRETARY HAROLD SCOTT "OUTLINED IN DETAIL WHAT WE HOPED TO DO IN THE TRADE DEVELOPMENT CENTER," AND NOTED THAT IT WOULD BE SEPARATE FROM EMBASSY AND STAFFED BY NO MORE THAN FOUR POLISH NATIONALS. NEITHER MEMCON NOR OUR FILES INDICATE SPECIFICALLY WHAT SCOTT SAID WE HOPED TO DO, BUT WE PRESUME HE SPELLED OUT IDEAS FOR DISSEMINATION OF COMMERCIAL INFORMATION, LITERATURE, AND THE LIKE, THROUGH USE OF SUCH AN OFFICE. WE RECALL THAT ASSURANCE OF AVAILABILITY OF TELEX

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WAS ALSO AN IMPORTANT OBJECTIVE. (COMMERCE MAY WISH TO

CONSULT WITH JEAN TARTTER, EB/EWT, WHO TOOK PART IN THIS MEETING.)

2. APPLICABLE PORTION OF JOINT COMMUNIQUE (CONTAINED IN WARSAW 4050, 12/21/71) STATES: "IN THE LIGHT OF THE HOPED FOR INCREASE OF MUTUAL COMMERCIAL AND ECONOMIC RELATIONS, IT IS ALSO DESIRABLE TO INCREASE THE EXCHANGE OF TECHNICAL AND COMMERCIAL INFORMATION. IN THIS CONNECTION, THE POLISH SIDE EXPRESSED AGREEMENT IN PRINCIPLE TO THE OPENING IN WARSAW OF AN AMERICAN TECHNICAL AND TRADE INFORMATION CENTER." IT WILL BE RECALLED THAT DURING STANS VISIT, POLES AT FIRST RAISED MATTER OF RECIPROCITY AND REQUESTED PERMISSION TO OPEN FACILITY IN SAN FRANCISCO IN RETURN FOR US OFFICE IN WARSAW, BUT SUBSEQUENTLY WERE CONVINCED TO DROP THIS LINKAGE.

3. WE ALSO ARE UNAWARE OF ANY OTHER WRITTEN MATERIAL EXCHANGED WITH GOP COVERING TDTIO WHICH MAY HAVE BEEN PREPARED SUBSEQUENT TO STANS VISIT. IN OUR GENERAL APPROACH TO ESTABLISHMENT AND OPERATION OF TDTIO, WE HAVE OPERATED ON BASIS THAT PRIMARY FUNCTION OF THE OFFICE IS TO PROVIDE COMMERCIAL INFORMATION AND ASSIST US COMPANIES MORE OR LESS ALONG SAME LINES AS DO TECHNICAL INFORMATION CENTERS OPERATED HERE BY FRENCH AND BRITISH GOVERNMENTS. (ADMITTEDLY, TDTIO HAS MORE OF COMMERCIAL CAST THAN THESE OTHER OFFICES, AND WE HAVE PURPOSELY RETAINED TERM "TECHNICAL INFORMATION" IN TITLE AND STATED PURPOSES OF TDTIO IN EFFORT TO MOLLIFY POSSIBLE CRITICISM FROM POLISH SIDE. HOWEVER, WE HAVE RECEIVED NONE TO DATE.) ONLY UNDERSTANDING WE HAVE REACHED REGARDING OPERATION OF TDTIO WAS ORAL AGREEMENT EARLY THIS YEAR BETWEEN TDTIO DIRECTOR AND POLISH CUSTOMS OFFICE WHICH, INTER ALIA, ESTABLISHED THAT TDTIO WOULD BE CONSIDERED PART OF EMBASSY FOR CUSTOMS PURPOSES. END
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4. BEGIN UNCLASSIFIED. IN RESPONSE TO SECOND PART OF REFTTEL, FUNDS ARE NORMALLY COLLECTED FOR TELEX AND XEROX SERVICES AND, LESS FREQUENTLY, FOR TELEPHONE SERVICES. RECEIPTS ARE GIVEN AND ALL FUNDS ARE STRICTLY ACCOUNTED FOR FROM MOMENT OF COLLECTION.

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(A) TELEX: CHARGES ARE COLLECTED IN POLISH ZLOTYS AT COST, ACCORDING TO SCHEDULE OF CHARGES PUBLISHED BY MINISTRY OF COMMUNICATIONS. THREE-MINUTE TELEX TO UNITED STATES, FOR EXAMPLE, COSTS 432 ZLOTYS. COLLECTIONS ARE APPLIED AS ZLOTY CASH PAYMENTS TO REDUCE MONTHLY TELEX BILL CHARGED AGAINST TDTIO APPROPRIATION.

(B) TELEPHONE: ALSO COLLECTED IN POLISH ZLOTYS AT COST

AS DETERMINED BY POLISH TELEPHONE OPERATOR AT TIME OF A LONG-DISTANCE CALL (ALL INTERNATIONAL CALLS AND MOST LONG-DISTANCE CALLS WITHIN POLAND STILL PLACED THROUGH OPERATOR WITHOUT BENEFIT OF DIRECT DIAL). COLLECTIONS ARE APPLIED AS ZLOTY CASH PAYMENTS TO REDUCE MONTHLY TELEPHONE BILL CHARGED AGAINST TDTIO APPROPRIATION.

(C) XEROX COPIES: CHARGED IN FY 1973 AT TEN CENTS PER PAGE, COLLECTED IN U.S. DOLLARS TO BE SUBMITTED TO U.S. DISBURSING OFFICER AT EMBASSY ON FORM FS-459; SUCH COLLECTIONS ARE SUBMITTED WITH USDO'S MONTHLY REPORT. THESE COLLECTIONS COULD BE APPLIED TO REDUCE XEROX RENTAL CHARGES, BUT AS PREVIOUSLY REPORTED WE STILL HAVE NO BILLING FROM XEROX. XEROX BILLING WILL BE IN POUNDS STERLING AND WILL BE PROCESSED THROUGH REGIONAL FINANCE CENTER PARIS FOR PAYMENT. XEROX SERVICES WILL BE CHARGED IN FY 1974 AT TEN CENTS OR TWO ZLOTYS PER PAGE. ZLOTY COLLECTIONS CAN THEN BE USED FOR ZLOTY COSTS CONNECTED WITH OPERATION OF MACHINE. DOLLARS AND UNUSED PORTION OF ZLOTY COLLECTIONS WILL CONTINUE TO BE SUBMITTED TO USDO ON FORM 459. CHARGES FOR XEROX SERVICES ARE CALCULATED NOT SO MUCH TO COVER COSTS AS TO DISCOURAGE ABUSE AND LIMIT USE TO PURPOSES CONNECTED WITH U.S. BUSINESS ACTIVITIES.

(D) NO REPEAT NO CHARGES ARE MADE FOR USE OF TDTIO SPACE UTILITIES, AND VARIOUS FORMS OF ASSISTANCE RENDERED BY TDTIO STAFF. TDTIO DOES NOT MAKE MAILINGS ON BEHALF OF SINGLE COMPANY PROMOTIONS IN TDTIO AND THEREFORE MAKES NO REPEAT NO COLLECTIONS FOR MAILINGS. FIRMS DESIRING A MAILING ARE ENCOURAGED TO CONTACT AGPOL, THE POLISH FOREIGN TRADE ENTERPRISE FOR ADVERTISING SERVICES, OR HANDLE THEIR MAILINGS TO POLAND FROM THEIR OWN OFFICES ELSEWHERE IN EUROPE.

(E) OCCASIONAL MISCELLANEOUS CHARGES ARISING IN CONNECTION WITH CONFIDENTIAL

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SINGLE COMPANY PROMOTIONAL EVENTS (E.G., FREIGHT HANDLING AND PACKING CHARGES, HIRED INTERPRETERS, ETC.) ARE NORMALLY SETTLED DIRECTLY BY THE FIRM WHICH IS RECIPIENT OF THE SERVICE. RANDOM BILLS PRESENTED AFTER A FIRM AND ITS RESPONSIBLE OFFICIAL HAVE LEFT TOWN ARE PASSED ON TO THE FIRM FOR PAYMENT AND TDTIO ONLY INDIRECTLY INVOLVED IN THE COLLECTION PROCESS. END UNCLASSIFIED. DAVIES

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